UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549
FORM 8-K

CURRENT REPORT
PURSUANT TO SECTION 13 OR $15(\mathrm{~d})$ OF
THE SECURITIES EXCHANGE ACT OF 1934
Date of Report (Date of earliest event reported): April 27, 2005

ROLLINS, INC.
(Exact name of registrant as specified in its charter)

| Delaware | 1-4422 | 51-0068479 |
| :---: | :---: | :---: |
| (State or other jurisdiction |  |  |
| of incorporation) | (Commission File Number) | (I.R.S. Employer |
| Identification No.) |  |  |

2170 Piedmont Road, N.E., Atlanta, Georgia 30324
(Address of principal executive offices) (Zip code)

Registrant's telephone number, including area code: (404) 888-2000

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):
[ ] Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
[ ] Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
[ ] Pre-commencement communications pursuant to Rule $14 \mathrm{~d}-2(\mathrm{~b})$ under the Exchange Act (17 CFR 240.14d-2(b))
[ ] Pre-commencement communications pursuant to Rule 13e-4 (c) under the Exchange Act (17 CFR 240.13e-4(c))

ITEM 2.02. Results of Operations and Financial Condition
The information provided pursuant to this Item 2.02 is to be considered "filed" under the Securities Exchange Act of 1934 ("Exchange Act") and incorporated by reference into those filings of Rollins, Inc (the "Company") that provide for the incorporation of all reports and documents filed by the Company under the Exchange Act.

On April 27, 2005, the Company issued a press release announcing its results for the quarter ended March 31, 2005. The Company hereby incorporates by reference herein the information set forth in its Press Release dated April 27, 2005, a copy of which is attached hereto as Exhibit 99.1. Except as otherwise provided in the press release, the press release speaks only as of the date of such press release and such press release shall not create any implication that the affairs of the Company have continued unchanged since such date.

Except for the historical information contained in this report, the statements made by the Company are forward-looking statements that involve risks and uncertainties. All such statements are subject to the safe harbor created by the Private Securities Litigation Reform Act of 1995. The Company's future financial performance could differ significantly from the expectations of management and from results expressed or implied in the Press Release. See the risk factors contained in the Press Release for a discussion of certain risks and uncertainties that may impact such forward-looking statements. For further information on other risk factors, please refer to the "Risk Factors" contained in the Company's Form 10-K filed March 11, 2005 with the Securities and Exchange Commission. The Company disclaims any obligation or duty to update or modify these forward-looking statements.

Included in Exhibit 99.1, as attached, are the following non-GAAP financial measures:

* Revenue, excluding the acquisition of Western and divestiture of Dettelbach, is presented and deemed useful by management in order to make the Company's 2005 results more readily comparable to its 2004 results. The Company's 2004 numbers do not include the Western acquisition, which was completed on April 30, 2004 and include Dettelbach which was divested during the third quarter of 2004.

ITEM 9.01. Financial Statements and Exhibits

| Exhibit No. | Description <br> 99.1$\quad$ Press Release Dated April 27, 2005 |
| :---: | :--- |

## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, Rollins, Inc. has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

ROLLINS, INC.

Date: April 27, 2005

By: /s/ Harry J. Cynkus
Name: Harry J. Cynkus
Title: Chief Financial Officer and Treasurer

FOR IMMEDIATE RELEASE

ROLLINS, INC. REPORTS CONTINUED IMPROVEMENT IN QUARTERLY EARNINGS

- 21st consecutive quarter of improved earnings results
- Income Before Change in Accounting Principle increased 17.5\%
- Revenue increased 14.6\%; excluding Western, revenues rose by $2.4 \%$

Earnings Per Share rose $21.4 \%$ to $\$ 0.17$, before the Accounting Change
ATLANTA, GEORGIA, April,27 2005: Rollins, Inc. (NYSE:ROL), a premier North American consumer services company, today reported net income grew 17.5\% to $\$ 11.6$ million or $\$ 0.17$ per diluted share for the first quarter ended March 31, 2005. This is in comparison to $\$ 9.9$ million or $\$ 0.14$ per diluted share for the same period in 2004 before the effect of a change in accounting principle. Net income for the first quarter of 2004 was $\$ 3.7$ million or $\$ 0.05$ per share after the change. The cumulative effect of the accounting change, recorded in the first quarter of 2004, was a charge against earnings of $\$ 6.2$ million or $\$ 0.09$ per diluted share, and resulted in a more preferable method for recording the termite damage reserve valuation and renewal revenues. Revenue for the first quarter grew $14.6 \%$ to $\$ 183.9$ million compared to $\$ 160.4$ million for the first quarter ended March 31, 2004. Western Pest Services, acquired April 30, 2004, had first quarter 2005 revenues of $\$ 19.6$ million, and total revenues excluding Western were $\$ 164.3$ million. Excluding Western Pest Services, revenues increased by $2.4 \%$. This information is included for comparison purposes.

Rollins' balance sheet remains strong with total assets increasing to $\$ 418.8$ million and stockholders' equity increasing to $\$ 168.6$ million. Total cash and cash equivalents rose to $\$ 55.9$ million. In addition, the Company has previously announced that during the first quarter it repurchased 641,310 shares of its common stock, completed a three-for-two stock split effective March 10, 2005, and increased the quarterly dividend by $25 \%$ to $\$ 0.05$.

Gary W. Rollins, President and Chief Executive Officer of Rollins, Inc. commented, "We are pleased to report that the first quarter of 2005 marks our 21st consecutive quarter of increased earnings per share. This is a direct result of our team's commitment to the Company's growth strategies, productivity initiatives, and other programs that are providing improved operating efficiencies and excellent customer service."
"In order to expand our market share, we recognize that we must be progressive and continue to invest in our business. We are fortunate to have a strong cash flow that enables us to make these investments whether they are acquisitions or internal infrastructure improvements. As an example of infrastructure investments, we are taking our training to its next generation with the launching of a satellite delivery system. This will ensure that our employees in all branches receive consistent training on a more frequent basis. We believe that this initiative will be unmatched in the pest control industry."

Mr. Rollins continued, "Another example of business investment is the development of our routing and scheduling system. To that end we have selected an outside logistical vendor whose software and experience best meet our needs, with the capability of integration with the Company's FOCUS customer accounting system. When completed, this enhancement should allow our branches to improve their productivity, and on-time service delivery while reducing costs."

Mr. Rollins concluded, "Although we're excited about these investments, we continue to focus on service quality, marketing, and expense control which will be complimentary to our business and lead to increasing shareholder value."

Rollins, Inc. is one of the nation's largest consumer services companies. Through its wholly owned subsidiaries, Orkin, Inc. and Western Pest Services, the Company provides essential pest control services and protection against termite damage, rodents and insects to approximately 1.7 million customers in the United States, Canada and Mexico from over 400 locations. You can learn more about Orkin by visiting our Web sites at www.orkin.com and www.rollins.com. You can also find this and other news releases at www.rolins.com by accessing the news releases button.

CAUTION CONCERNING FORWARD-LOOKING STATEMENTS
The above release contains statements that constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995.These include statements regarding the impact of growth strategies, productivity initiatives and other programs, the expansion of market share, the impact of the satellite delivery training system, and the ability to increase
shareholder value. The actual results of the Company could differ materially from those indicated by the forward-looking statements because of various risks and uncertainties, including without limitation, general economic conditions; market risk; changes in industry practices or technologies; the degree of success of the company's pest and termite process reforms and pest control selling and treatment methods; the Company's ability to identify and integrate potential acquisitions; climate and weather trends; competitive factors and pricing practices; expected benefits of the commercial re-engineering project may not be realized, potential increases in labor costs; uncertainties of litigation; and changes in various government laws and regulations, including environmental regulations. All of the foregoing risks and uncertainties are beyond the ability of the company to control, and in many cases the company cannot predict the risks and uncertainties that could cause its actual results to differ materially from those indicated by the forward-looking statements. A more detailed discussion of potential risks facing the Company can be found in the Company's Report on Form 10-K filed with the Securities and Exchange Commission for the year ended December 31, 2004.

> ROLLINS, INC. AND SUBSIDIARIES
> CONSOLIDATED STATEMENTS OF FINANCIAL POSITION
> (In thousands)

|  | 2005 | 2004 |
| :---: | :---: | :---: |
| At March 31 | (Unaudited) | (Unaudited) |

ASSETS

| Cash and Cash Equivalents | \$ | 55,894 | \$ | 97,888 |
| :---: | :---: | :---: | :---: | :---: |
| Trade Receivables Short-Term, Net |  | 44,308 |  | 35,794 |
| Materials and Supplies |  | 8,600 |  | 10,147 |
| Deferred Income Taxes |  | 28,089 |  | 27,332 |
| Other Current Assets |  | 10,398 |  | 10,092 |
| Current Assets |  | 147,289 |  | 181,253 |
| Equipment and Property, Net |  | 52,930 |  | 34,618 |
| Goodwill and Other Intangible Assets |  | 193,209 |  | 101,445 |
| Trade Receivables Long-Term, Net |  | 9,942 |  | 9,755 |
| Deferred Income Taxes |  | 11,274 |  | 13,754 |
| Other Assets |  | 4,156 |  | 25,351 |
| Total Assets | \$ | 418,800 | \$ | 366,176 |

LIABILITIES

| Accounts Payable | \$ | 12,859 | \$ | 15,275 |
| :---: | :---: | :---: | :---: | :---: |
| Accrued Insurance |  | 13,110 |  | 13,050 |
| Accrued Payroll |  | 31,943 |  | 26,963 |
| Unearned Revenue |  | 84,967 |  | 73,137 |
| Other Current Liabilities |  | 45,353 |  | 38,166 |
| Current Liabilities |  | 188,232 |  | 166,591 |
| Long-Term Accrued Liabilities |  | 61,928 |  | 56,798 |
| Total Liabilities |  | 250,160 |  | 223,389 |

STOCKHOLDERS' EQUITY

| Common Stock |  | 68,293 |  | 68,098 |
| :---: | :---: | :---: | :---: | :---: |
| Retained Earnings and Other Equity |  | 100,347 |  | 74,689 |
| Total Stockholders' Equity |  | 168,640 |  | 142,787 |
| Total Liabilities and |  |  |  |  |
| Stockholders' Equity | \$ | 418,800 | \$ | 366,176 |

ROLLINS, INC. AND SUBSIDIARIES
CONSOLIDATED STATEMENTS OF INCOME
FOR THE FIRST QUARTER ENDED MARCH 31
(In thousands except per share data)

NET INCOME PER COMMON SHARE-DILUTED:
INCOME BEFORE CUMULATIVE EFFECT CHANGE
IN ACCOUNTING PRINCIPLE
CUMULATIVE EFFECT OF CHANGE IN ACCOUNTING
PRINCIPLE, NET

| \$ | 0.17 | \$ | 0.14 |
| :---: | :---: | :---: | :---: |
|  | - |  | (0.09) |
| \$ | 0.17 | \$ | 0.05 |

67,942
67,947
AVERAGE SHARES OUTSTANDING - BASIC
AVERAGE SHARES OUTSTANDING - DILUTED
69,609
69,964
ROLLINS, INC. CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS FOR THE THREE MONTHS ENDED MARCH 31
(In thousands)

|  | $\begin{gathered} 2005 \\ \text { Unaudited } \end{gathered}$ |  | $\begin{aligned} & 2004 \\ & \text { dited } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| Operating Activities |  |  |  |
| Net Income \$ | \$ 11,595 | \$ | 3,662 |
| Adjustments to Reconcile Net Income to Net Cash |  |  |  |
| Provided by Operating Activities: |  |  |  |
| Change in Accounting Policy, Net | - |  | 6,204 |
| Depreciation and Amortization | 5,963 |  | 4,657 |
| Provision for Deferred Income Taxes | 3,347 |  | 1,273 |
| Other, Net | 198 |  | 63 |
| Loss on Sale of Assets | 3 |  | 1 |
| (Increase) Decrease in Assets: |  |  |  |
| Trade Receivables | 1,072 |  | 2,873 |
| Materials and Supplies | 277 |  | (310) |
| Other Current Assets | $(3,030)$ |  | $(2,678)$ |
| Other Non-Current Assets | 235 |  | (446) |
| Increase (Decrease) in Liabilities: |  |  |  |
| Accounts Payable and Accrued Expenses | 229 |  | 3,761 |
| Unearned Revenue | 3,773 |  | 4,694 |



| 640 Fifth Avenue | T 2124458000 |  |  |  |
| :--- | :--- | :--- | :--- | :--- |
| New York, NY 10019 | F 2124458001 |  |  |  |
| www. webershandwick.com |  |  |  |  |

CONFERENCE CALL
Rollins, Inc.
(NYSE: ROL)

> Management will hold a conference call to discuss first quarter results on:

| Wednesday, April 27, 2005 at: |
| :---: |
| 10:00 a.m. Eastern 9:00 a.m. Central 8:00 a.m. Mountain 7:00 a.m. Pacific |
| TO PARTICIPATE: <br> Please dial 800-240-7305 domestic; 303-262-2175 international at least 5 minutes before start time. |
| REPLAY: through May 4, 2005 at 11:00 p.m. <br> Please dial 800-405-2236/303-590-3000, Passcode: 11027715 <br> THIS CALL CAN ALSO BE ACCESSED THROUGH THE INTERNET AT www.viavid.net |
| Questions?: <br> Janet Jazmin at FRB/Weber Shandwick at 212-827-3777 or email to jjazmin@financialrelationsboard.com |

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Reconciliation
Revenue Excluding Western Pest Services and Dettelbach Pest Corp

|  | First Quarter |  |  |  | \$B/(W) |  | \%B/ (W) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2005 |  | 2004 |  |  |  |  |  |
| <S> | <C> |  | <C> |  | <C> |  | <C>$14.6 \%$ |  |
| Total Net Revenues | \$ | 183,915 | \$ | 160,416 | \$ | 23,499 |  |  |
| Less: |  |  | - |  | 19,594 |  |  |  |
| Western Acquisition | 19,594 |  |  |  |  |  |  |  |
| Revenue Excluding Western Pest Services | \$ | 164,321 | \$ | 160,416 |  |  | \$ | 3,905 | 2.4 | \% |
| Less: |  |  |  |  |  |  |  |  |
| Dettelbach |  | - |  | 553 |  | (553) |  |  |

